

**A 4 day training course
for those brokering multi-stakeholder partnerships**



22-25 April
BRAC Centre, near Dhaka, Bangladesh



PARTNERSHIP
BROKERS ASSOCIATION

LEARNING • TRAINING • TRANSFORMING

What is the Partnership Brokers Training Programme?

There is a growing demand worldwide from business, public sector, civil society and donor agencies for greater competence in scoping and managing the partnering process in non-traditional partnerships and cross-sector collaboration.

A partnership 'broker' is someone who works as an intermediary building effective and innovative collaboration. Partnership brokers can be either **internal** – responsible for negotiating or managing partnerships on behalf of their organisation – or **external** – those offering independent partnership brokering services.

Established in 2003, the globally recognised **Partnership Brokers Training Scheme** builds the practical brokering skills and professional practices necessary to address complex challenges in the partnering process at all phases of a partnership's life cycle.

About the training

A 4 day skills training and professional development that includes:

- A theoretical framework for partnership brokering and the importance of good brokering in the development of robust, efficient and innovative partnerships
- Brokering skills development in: scoping, resource-mapping, facilitation, interest-based negotiation, relationship-management, reaching agreement and reviewing
- Exploration of common partnership brokering challenges
- Action planning for individual applications of the lessons from the course

The participant group will comprise up to 16 people from a range of organisational backgrounds – the numbers are designed to maximise potential for personal attention and individual opportunities for skills building and professional development.

“This programme has given my partnership brokering work a ‘soul’. The delivery was precise and to the point. I now have a clear picture of the entire brokering process and how best I can execute my role. I have renewed confidence and increased skills. It was an excellent experience.”

Course graduate (Bi-lateral agency, India)

Learning outcomes

Those who complete the course report a considerable increase in their:

- understanding of the brokering role
- professional competencies;
- capacity to reflect on their professional practice and
- confidence in brokering even quite challenging partnerships
- insight into a range of partnership options
- understanding of the different roles of ‘internal’ and ‘external’ brokers
- ability to make the case for partnership brokering to a range of stakeholders.

Additional benefits

Those who complete Level 1 training become ‘alumni’ of the Partnership Brokers Association. This gives instant access to a range of resources (tools, case studies, stories, research papers), networks of partnership brokers around the world as well as further training opportunities.

Level 2 of the Training Programme offers 4 further professional development options:

Professional Accreditation, Training Certificate, Research Certificate, Advanced Practice

In due course, successful graduates have further opportunities to take on roles within the Partnership Brokers Association as Ambassadors; Researchers; Mentors and Trainers.



Previous participants

More than 700 people have completed this course in different parts of the world. One of the real benefits of attending this course is the opportunity to work alongside people from different sectors and organisational backgrounds as well as those operating as independent specialists. Organisations that have sent individuals on the course to date include:

Accenture, Aga Khan Foundation, ANZ, Asha, AusAID, BBC, Birdlife International, Business & Community Foundation, CARE, DfID, Drishtree, Earthwatch, Flora & Fauna International, GTZ, Government of Orissa, Government of West Bengal, Katalyst, Marie Stopes, Micronutrient Initiative, Microsoft, Nabard Bank, Nike, Oxfam, Partners in Change, Plan International, PWC, Rio Tinto, Royal Government of Cambodia, Save the Children, Schumacher Centre, Shell, Swisscontact, UNDP, UNICEF, UNHCR, Unilever, WEF, WHO, World Vision, WWF

"This training was practical and immediately applicable to the challenges I was facing in a variety of multi-sector partnerships. The combination of a diverse range of participants, real life experiences, action learning and practical applications made for a very worthwhile investment. I highly recommend it to anyone who plans to be involved or needs to better understand how to be more effective in multi-sector work."

Course graduate (Corporate sector, Europe)

Who should attend and criteria for acceptance



To be accepted onto the course, applicants should be active partnership practitioners* involved in the management and development of multi-stakeholder partnerships and should be able to demonstrate the following:

- **Educational attainment** at higher education level in a related field and/or practical experience that combines analytical capabilities with an aptitude for working with diverse groups;
- **Management support** for their participation in this course;
- **Opportunities** for the practical application of partnership brokering skills.

* Please note this is not a beginner's course – for a more basic partnering skills course please contact www.ThePartneringInitiative.org

The venue

The training will be held at the BRAC Centre for Development Management (BRAC- CDM, SAVAR), near Dhaka. The centre is located 15km from Dhaka International Airport. Its an excellent facility in a relaxing environment and modern surroundings with state of the art technical facilities.



“What an absolutely fantastic training that was. The best professional development I have ever done, and worth every cent.”

Course graduate (International Agency, Australasia)

“The programme gave the pre-reading advice a ‘soul’ and gave us explanations to what we read, verbally with clarity and understanding. The delivery was precise and to the point. An excellent experience. I have a clear picture of the entire process and my role for the rest of my life both professionally and personally.

Course graduate (International Agency, India)

Fees

The fee for the training is £1000 UK. This includes tuition costs, background reading materials, copies of all the training materials. The fee does not include accommodation, meals and travel. The fee will be payable once your application has been approved. We have a limited number of places at a reduced fee. If you would like to apply for a reduced cost place please state this when submitting your application form. Your place on the course will be secured only when full payment has been received.

How do I apply?

Application forms are available on the website: <http://partnershipbrokers.org/w/training/level-1/>



The Partnership Brokers Association

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